

Message Text

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ORIGIN COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/DLU/CF
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P 202138Z MAY 75

FM SECSTATE WASHDC

TO AMEMBASSY ABIDJAN PRIORITY

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E.O. 11652:

TAGS: BEXP, IV

SUBJECT: TAABO HYDROELECTRIC PROJECT

REF: ABIDJAN 3671

1. YOUR REFTEL BID INFORMATION WAS DISSEMINATED TO THE U.S. FIRMS BY USDOC MEPD WHEN RECEIVED ON MAY 2. SEVERAL OF THE U.S. FIRMS CONTACTED WERE UNAWARE THAT, THE APRIL 30TH BID OPENING WAS PUBLIC AND APPRECIATED RECEIVING YOUR INFORMATION.

2. WE HAVE SENT BY AIR POUCH FOR YOUR INFORMATION A PRICE TABULATION MADE BY ALLIS-CHALMERS (A-C) UTILIZING YOUR REFTEL INFORMATION OF SOME OF THE MANY OPTIONS AVAILABLE TO GOIC IN SELECTING THE DESIRED EQUIPMENT PACKAGE. SUBSEQUENT TO MAKING THIS TABULATION A-C HEARD FROM ITS ABIDJAN REPRESENTATIVE, MR. J. VIART OF CAEL, THAT A BELGIAN EQUIPMENT PACKAGE (TP-2 THROUGH TP-8) HAS BEEN SUBMITTED TO THE CUSTOMER. THIS BELGIAN
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PACKAGE SUBMITTED BY ACEC INCLUDES A 936 MILLION FRANC

BID FOR TP-7 AND MAY INCLUDE A BELGIAN-SOURCED HYDRO-GENERATOR (TP-3). ALSO, THE BELGIAN PACKAGE PRICE IS REPORTED TO BE 18 PERCENT LOWER THAN THE FRENCH/ITALIAN PACKAGE. ALLIS-CHALMERS HAS ALSO HEARD THAT THE FINANCING

FOR THE FRENCH/ITALIAN PACKAGE IS 7 TO 10 YEARS AT 7 1/2 PER CENT INTEREST. EMBASSY'S VERIFICATION AND COMMENTS ON THIS INFORMATION WOULD BE APPRECIATED.

3. ALLIS-CHALMERS HAS OTHER INFORMATION FROM DISCUSSIONS WITH KAISER ENGINEERS' LONDON OFFICE. THE KAISER TAABO EVALUATION TEAM WILL BE RETURNING TO ABIDJAN DURING WEEK OF MAY 19 TO PREPARE AND PRESENT TO THE CUSTOMER THE RESULTS OF THE KAISER PRELIMINARY BID EVALUATION. KAISER TOLD A-C THAT THE CUSTOMER IS PLANNING TO INVITE THE MOST ATTRACTIVE BIDDERS FOR A MEETING IN ABIDJAN. THIS CONVOCATION REPORTEDLY IS SCHEDULED FOR SOMETIME BETWEEN JUNE 10-20 WITH CONTRACT AWARDS ANNOUNCED BEFORE THE END OF JUNE. WE LOOK FORWARD TO RECEIVING EMBASSY'S REPORTS DURING THIS CRITICAL PERIOD.

4. OUR DISCUSSIONS WITH OTHER U.S. FIRMS (DRAVO, WESTINGHOUSE, AND GENERAL ELECTRIC) INDICATE THEY ARE HOPEFUL BEING INVITED TO ABIDJAN TO DISCUSS THEIR PROPOSALS. THERE ARE INDICATIONS SOME OF THE U.S. FIRMS HAVE CONTACTED EACH OTHER (A-C AND WESTINGHOUSE), BUT, THERE IS NO EVIDENCE ANY OF THE U.S. FIRMS ARE MANEUVERING TO TIE WITH EACH OTHER ANY OTHER EQUIPMENT PACKAGE. THESE FIRMS SEEM TO BE WORKING VERY CLOSELY DIRECTLY WITH KAISER AND THE CUSTOMER. INGERSOLL

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